

Third lamp required for 1986 models

Dole orders high-mount stoplight

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A third, high-mounted red stoplight will be required on all 1986 cars. It will be in the center of the car and must be of a specified minimum size. It can be attached either inside or outside the vehicle.

Transportation Secretary Elizabeth H. Dole believes the extra light will "cut the number of rear-end collisions significantly, eliminate 40,000 injuries and save an estimated \$434 million in property damage annually." It would also prevent some fatalities, she said.

This is an amendment to Safety Standard 108 and is believed to be the first major vehicle regulation promulgated by the Reagan Administration.

Ironically, it is also one of the "midnight" proposals made by former NHTSA chief Joan Claybrook before she left office. The regulatory reform program of April, 1981, was intended to kill those proposals.

The third stoplight is also part of a comprehensive safety bill backed by Senator John Danforth, Missouri Republican.

The research on the third

stoplight, also done under the previous NHTSA regime showed that in 1980 there were 3.5 million rear-end collisions and the low-mounted stoplights were lighted in 2.3 million of them.

NHTSA estimates that some 900,000 of these collisions might be avoided if the stop lamps were high-mounted and that as many as 40,000 of the 600,000 injuries might also have been avoided if "all cars had been equipped with the new eye-level stoplight."

• An NHTSA study in May, 1980, reported on accidents over a one-year period for some 5,400 telephone company cars. The 2,500 cars with a single high-mounted stoplamp had 53 percent fewer accidents.

Those results were similar to those in a 1978 experiment with 2,100 Washington taxis and were similar to the results of a 1981 survey by the Insurance Institute for Highway Safety. However, some critics said the benefits might disappear once the novelty wore off.

Some makers, wanting more design flexibility, objected to the single lamp requirement and one wanted the requirement

phased in. There was also some disagreement about light intensity. In any case, had the auto makers been convinced of its safety benefits, such a device could have been volunteered.

In fact, General Motors did use such lamps on the '70-'71 Toronado and '74-'76 Riviera. The benefits are less for small cars because of height differences.

As an indication of the emphasis being given this first safety initiative by the agency in 2½ years, Acting NHTSA head Diane Steed issued her own statement: "Our decision that this new equipment be re-

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Chrysler makes it official

Gerald Greenwald, left, Chrysler Corp. vice chairman, and Missouri Gov. Christopher Bond participated in ceremonies officially reopening the company's St. Louis Assembly Plant II in Fenton, Mo. The plant, which began production Sept. 12, builds the Chrysler Fifth Avenue (shown) and other rear-wheel-drive big cars—Dodge Diplomat, Plymouth Gran Fury and, for Canada, Caravelle.

Kehrl warns against return to old ways

Will success spoil auto industry?

By Kathleen Hamilton
Financial Editor

DETROIT. — The U.S. auto industry will be severely tested in the coming months as the economic recovery tempts manufacturers to return to old ways, warned General Motors Vice Chairman Howard H. Kehrl.

"We are going to see whether temporary success will get in the way of permanent change," he told his audience at the Engineering Society of Detroit Presidents Forum lunch meeting.

In order to stay apace of international competitors, U.S. makers must maintain their drive to improve technology and use it properly, to make best use of human resources and to develop international alliances, he said.

Kehrl cited GM's best-case scenario which calls for North American vehicle sales to top 20 million cars and trucks and

free-world sales to hit 60 million vehicles by the mid-1990s (up from a record 38 million in 1978).

In order to achieve such demand, the U.S. government deficit must be reduced, Kehrl said. He called on business leaders to encourage tax increases to solve the problem.

The U.S. auto industry will continue to increase its output during this period, but it is unclear whether it will be able to maintain or increase its share of world production, Kehrl said after the speech.

• With 30 companies in 86 countries producing vehicles, the competition will be intense and a shakeout can be expected, he said. International and inter-company exchange also will increase in frequency, he said.

"In 1950, the U.S. accounted for 60 percent of the GNP of the major industrialized countries," he said. "Today it's

down to less than 40 percent . . . In 1950, this country produced three-quarters of all the world's automobiles and trucks. Today we account for one-quarter."

Part of GM's answer has been to group together engineering and manufacturing, so both sides can work jointly to improve the end product. Such an approach also has been taken for the small car GM is planning to introduce as a replacement for the Chevette and the GM-Toyota car.

"We have everybody's small cars torn down and we're looking at them," Kehrl said. "We know we can't do it by duplicating theirs (Japanese) because their labor costs are so low," so new technology will have to be the answer, he said.

General Motors will also have a \$500 shipping advantage over foreign competitors for the small car, he said. The car is not planned for export, he said.

Event had lasting effect on auto industry

10 years later, oil embargo still felt

By Roger Rowand
Engineering Editor

On Oct. 17, 1973, the oil ministers of the Arab members of the Organization of Petroleum Exporting Countries voted to cut oil production and exports by 5 percent immediately and then 5 percent a month until Israel withdrew from occupied Arab lands.

Thus, a decade ago today, the infamous oil embargo was launched in the wake of the Arab-Israeli Yom Kippur War. Few political events have had influences that penetrated so deeply into the auto industry.

Since that day cars have become smaller and more fuel efficient even as they continued to meet stringent safety and exhaust emissions standards.

Factories and manufacturing techniques have undergone revolutionary changes in the name of energy conservation.

Work life and all its ramifications have been altered by the embargo and never will change back to what they once were.

The embargo's influence has been most apparent in a drive for more miles per gallon from passenger cars. Nameplates have disappeared, appeared and put on entirely different types of vehicles. Corporate Average Fuel Economy

(CAFE), gas-guzzler tax, fuel injection, on-board computers have become household expressions.

• In the 1978 to 1983 period alone, U.S. auto makers spent some \$80 billion in reworking their products, largely with fuel economy uppermost in mind.

Many new nameplates have appeared since 1973.

They have been fuel-stingy entries that include Chrysler Corp.'s Omni/Horizon and the K-car with all its offshoots. From Ford Motor Co. have come Escort and Lynx and Tempo/Topaz. General Motors has introduced the Chevette and the fuel-efficient front-

drive X-cars, J-cars and A-cars.

Also, of course, there are the downsized versions of nameplates that were in showrooms back in '73. Those include the Chevrolet Caprice, Oldsmobile Delta 88 and Buick LeSabre, the Ford LTD and Chrysler New Yorker.

The oil ministers met again in Vienna on March 17, 1974, and voted to end their embargo against the U.S., but the plans that had been set in motion continued and intensified.

The accompanying table shows how some of the cars shaped up back 10 years ago compared with their counterparts on showroom floors today.

'74 Models in Showrooms, October, 1973

	Wheelbase	Overall Length	Weight	City MPG	Price
Chevrolet Caprice	121.5	222.7	4,427	8.6	\$ 4,100
Ford LTD	121.0	222.4	4,302	10.7	4,083
Chrysler New Yorker	124	225.0	4,690	8.4	5,130

'84 Models in Showrooms, October, 1983

	Wheelbase	Overall Length	Weight	City MPG	Price
Chevrolet Caprice	116.0	212.8	3,489	17.0	\$ 9,399
Ford Crown Victoria	114.3	211.0	3,730	17.0	10,954
Ford LTD	105.8	196.5	3,001	23.0	8,605
Chrysler New Yorker	103.1	185.6	2,738	25.0	12,179
Chrysler Fifth Ave.	112.7	206.7	3,747	17.0	13,990

Specifications are for four-door sedan, standard engine. Chrysler introduced new FWD New Yorker, retained old version and named it Fifth Avenue. Ford LTD in the '84 model year is an intermediate and Crown Victoria is standard-sized Ford.

'84 models start well with 45 pct. sales hike

By Jenny L. King
Staff Writer

The new model year got off to an auspicious start in early October. Total sales reported by the major U.S. auto makers were up 45.07 percent from the 1982 mark, paced by Ford Motor Co.'s 67.83-percent gain.

With everyone but Volkswagen on the rise, the Oct. 1-10 performance amounted to sales of 191,965 this year compared with 132,326 the preceding year. Two years ago, the model year began with sales of 147,366 units, and back in 1980, 225,202 new cars were delivered.

Annualized domestic sales based on the most recent period were moving at a rate of 7,350,000. Actual year-to-date sales reached 5,173,023, up 17.70 percent from 4,394,921.

The daily sales rate for the period averaged 23,996, up 45.07 percent from 16,541 a year earlier. There were eight selling days in the period in '83 and '82.

Ford Motor Co. reported a sales explosion of 67.83 percent: Up to 38,745 from 23,086. General Motors did well for itself, too, up 46.97 percent, to 127,428 from 86,703. Chrysler Corp. sales were up 11.31 percent, to 20,114 from 18,071.

American Motors released a sales estimate of 3,650, up 10.61 percent from an estimated 3,300 a year ago. Volkswagen sales were off 3.26 percent, to 1,128 from 1,166, and Honda added 900 units to its 1983 tally.

• Ford improved its share of the early-October market by nearly three percentage points, climbing to 20.18 percent from 17.45 percent. GM rose to 66.38 percent from 65.52 percent. Chrysler dropped to 10.48 percent from 13.66 percent.

AMC lost ground, dipping to 1.90 percent from 2.49 percent, and VW was down to 0.50 percent from 0.88 percent. Honda

held the remaining 0.47 percent of the domestic market shares this year.

For the period, Buick and Cadillac announced record sales and Pontiac had the greatest sales increase—87.29 percent—among all U.S. makes. Buick was up 24.14 percent, to 29,783 from 23,991; Cadillac was up 56.48 percent, to 11,767 from 6,752, and Pontiac was up 87.29 percent, to 17,135 from 9,149.

Oldsmobile was up 38.99 percent, Chevrolet was up 56.48 percent, Ford was up 76.87 percent and Mercury was up 83.35 percent. Lincoln was off 0.82 percent, Dodge was up 13.22 percent, Chrysler was up 4.93 percent and Plymouth was up 17.18 percent. Imperial had no sales reported for the period, AMC was down 58.33 percent, Renault was up 56.56 percent and VW dipped 3.26 percent.

DOMESTIC SALES

	Oct. 1-10, 1983	Oct. 1-10, 1982
Renault		
Alliance	3,100†	1,980†
AMC	550†	1,320†
AMERICAN		
MOTORS	3,650†	3,300†
Chrysler	6,469	6,165
Imperial		39
Plymouth	6,185	5,278
Dodge	7,460	6,589
CHRYSLER		
CORP.	20,114	18,071
Ford	24,822	14,034
Mercury	10,772	5,875
Lincoln	3,151	3,177
FORD MOTOR	38,745	23,086
Buick	29,783	23,991
Cadillac	11,767	6,752
Chevrolet	33,492	21,403
Oldsmobile	35,314	25,408
Pontiac	17,135	9,149
GENERAL		
MOTORS	127,428	86,703
VOLKSWAGEN	1,128	1,166
HONDA	900	
U.S. INDUSTRY		
TOTAL	191,965	132,326

† Estimate

What if Carter had won? No quotas?

By Kathleen Hamilton
Financial Editor

What would have been the fate of the U. S. auto industry if Jimmy Carter had been elected in 1980 instead of Ronald Reagan?

The former president came to Detroit last week and answered at least part of that question by repeating his disapproval—first stated after he left office but before the auto slump began—of import quotas. The U.S. is capable of being competitive in the long run, he said.

He also told his audience at the Economic Club of Detroit meeting that he had no apologies for the provision he negotiated in the Chrysler Loan Guarantee Act that allowed the government to make a profit on the sale of Chrysler warrants.

The Loan Guarantee Board did the right thing by auctioning the warrants, he said.

Asked at a news conference about the chances of Chrysler Corp. Chairman Lee A. Iacocca if he should decide to seek the U. S. presidency, Mr. Carter smiled and said that if Iacocca should decide to run, "I think he would contribute a great deal to the Washington scene."

But for now, the former president has endorsed Walter Mondale and the Chrysler chairman has said he is not entering politics.

Mr. Carter criticized the Reagan Administration's high debt and trade and defense policies. He credited his own administration with beginning the de-control policies that are now being implemented by his successor.

He was invited to Detroit by his former Treasury Secretary, W. Michael Blumenthal, who now heads Burroughs Corp. Mr. Carter met with Ford Motor Co. Chairman Philip Caldwell before the luncheon speech.

Mr. Carter requested the chat with Caldwell in Ford's Dearborn headquarters to discuss his plans for a presidential library, museum and study center at Emory University, Atlanta.



Getting 'em into the tent

Bargain hunters in this crowd clutched their tickets in anticipation of the lottery drawing held by Towne and Country Chevrolet, Toms River, N. J., during the dealership's \$99 used-car sale. A similar sale was held at Dodgeland, U.S.A., Springfield, N. J. Both dealerships are owned by Toresco Enterprises, of Springfield.

Backshop business continues strong

By Francis J. Gawronski
Service Editor

The nation's strengthening economy seems to be rubbing off on the service and parts business in new-car dealerships.

For the third time in the last four months, according to the Automotive News Service Index, the rate of growth of shop business has been above 15 percent.

After the growth rate in July dipped 7.8 percent below that recorded in June, service and parts business in August showed an increase of 15.5 percent over the volume reported in the same month a year ago.

In May, shop business was 115.1 percent of the year-earlier total and jumped to 115.6 percent of 1982's business in June. In July, business dipped to 107.8 percent of the volume the year before.

The increase in August marked the sixth consecutive month in which new-car dealers' service-parts volume has shown an increase over the comparable year-earlier period.

For the fourth consecutive month, all five indicators used in the Service Index recorded an increase, led by sales of all

parts and accessories, up 18 percent over the business registered in the same month in 1982.

• The next best increase was recorded in gross profit on all labor parts and accessory sales — the most important indicator from the dealer's viewpoint. It topped last year's figure by 16.1

SERVICE INDEX 115.5*

	Aug., '83 vs. Aug., '82	8 mos., '83 vs. 8 mos., '82
Gross Profit on All Labor and P&A	+16.1%	+10.3%
Repair Orders Written	+12.8%	+2.2%
Total Labor Sales (Customer & Warranty)	+13.4%	+7.8%
Shop Parts Sales (Customer & Warranty)	+14.6%	+9.4%
Sales of All Parts and P&A	+18.0%	+9.7%

*—Survey by Automotive News shows that dealers' service and parts business in Aug. 1983, was 115.5 percent of business in Aug. 1982. Service business in the eight months of 1983 was 108.4 percent of business in the corresponding period in 1982.

On Camaro ragtop design

Coachbuilder says pair misused his secrets

By Jim Plegue
Staff Writer

Richard Straman, California-based coachbuilder, has filed a lawsuit against two other specialty-car firms, charging them with pirating his design for a Camaro/Firebird convertible model.

Named as defendants are Convertible Concepts, Ltd. (CCL), Blaine, Wash.; Scott Lipton, president of CCL; Duquet-Sawdy, a specialty-car firm in Utica, Mich., and Bud Sawdy, a partner in that company.

Straman said he entered an agreement with CCL in May of 1982 to market Camaro/Firebird convertibles, as well as to allow CCL to build conversion

kits and grant sub-licenses to outside builders for Camaro/Firebird convertibles.

At about the same time, Straman, according to the suit, started negotiations with Sawdy on possible distribution in Michigan of the Camaro/Firebird convertibles. Sawdy, the suit alleges, was acting "as an agent or employee of CCL."

Straman said he terminated his agreement with CCL in September of 1982 because CCL's sales of the cars "were not remotely close" to minimum monthly targets specified in the agreement.

Following that cancellation, the lawsuit charged, "CCL, Lipton and Sawdy have knowingly and willfully disclosed (Straman's) trade secrets to others and they have each misappropriated and used (Straman's) trade secrets for their own benefit and to (Straman's) detriment."

Straman said both men signed non-disclosure agreements forbidding them from revealing information on his convertible design. The lawsuit asks for injunctions prohibiting both men from revealing details of the convertible design and also seeks punitive and exemplary damages.

Straman said his convertible is a unique design and that he has received approval to label the product "patent pending," though no patent has been granted.

Lipton claimed otherwise. "It's a standard boot mechanism that the industry has used for 50 years," Lipton said. "The only thing that makes it unique is that you have to build a fiberglass piece to go over the boot."

"Once a product goes into the marketplace, it becomes public domain unless there are patents on the product, and there aren't any in this case," Lipton said.

Lipton said he paid \$20,000 for the rights to Straman's convertible and said he met his monthly sales quotas for the first four months until finance rates jumped and sales took a dive.

"Nobody could have met

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Service Index up again in August

Hot-selling Fiero poses an unusual problem for Pontiac

By Joseph Bohn
Marketing Editor

Fiero is one of the fastest sales starters Pontiac has seen in a long time, though officials are antsy about creating the impression of a sellout.

With 20,000 sold orders firm-

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59th year — No. 4991

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ly in hand and a full year's production capacity of 85,000, Pontiac is a quarter of the way there. The car has officially been on sale less than a month. It bowed Sept. 22.

Dealers, meanwhile, have placed in excess of 70,000 orders already, though John Middlebrook, Pontiac director of car distribution, carefully pointed out that these were subject to change, including cancellation, anytime prior to production.

"We're very happy with the flow, but we still have a lot of cars to sell," he said. "I wouldn't want to create the impression in a consumer's mind that we're sold out and there's no use ordering a Fiero."

Generally, the first 20,000 customer orders show the car appealing to a wide spectrum of buyers.

"It's not just the 25-year-old singles. The orders range from people over 60 to under 20,"

said Middlebrook, who didn't consider this unusual, since "a lot of people invariably want whatever's new."

It may mean, though, that the two-seater market is a lot broader than indicated by sales of cars like Ford's EXP.

Competitors, looking at Fiero's early success, are hoping it will stir the segment and benefit their own two-seater sales.

Some observers privately think Fiero could be the Mustang of the '80s, if Pontiac can get its production up, though that appears unlikely in the near future.

Middlebrook acknowledged there were "some ways" to accelerate production, but "the whole emphasis is on building the car right." Pontiac has reportedly been working rather hard to maintain even the current 426-a-day rate.

One danger with the Fiero's success is generating desire

among customers which can't be met. A company risks antagonizing frustrated buyers.

On average, dealers have been telling customers they must wait two to three months for specific Fiero orders.

"We're counseling with the zones what the flow to dealerships should be. We're trying to avoid dealers getting too far out and writing too much business," Middlebrook said. He considered this normal for any hot car.

Some price gouging seems inevitable.

In a Detroit shopping center, one Fiero buyer, who traded in a Corvette, paid \$14,000 for his 2-seater and seemed to consider it a bargain.

"I haven't heard any horror stories yet," Middlebrook said, though he indicated that there are always some people who wanted to be the first on the block to own such a new car and some high prices seemed

inevitable.

A Pontiac spokesman added that a completely equipped Fiero did not price out at much over \$12,000. Many dealers were trying to keep the price under \$10,000, Middlebrook added, though the average appeared to be above that.

Overall, distribution to an important market like California is pretty much in line with its size (10 percent of the U. S. market) and appetite for sporty 2-seaters (about twice the percentage of other areas), Middlebrook said.

Generally, this has led to a heavier concentration of Fieros on the West Coast.

If Fiero's momentum continues as it has, officials may tone down advertising support. Advertising support is currently far in excess of projected sales volume because Fiero is regarded as a "halo" car designed to help attract traffic for other Pontiac lines.

49-state figures listed for city driving

EPA mileage ratings for 1984 models

TWO-SEATERS					MID-SIZE CARS				
Est. MPG	Engine CID/Cyl.	Trans.	Fuel Sys.	Fuel	Est. MPG	Engine CID/Cyl.	Trans.	Fuel Sys.	Fuel
23 Alfa Romeo Spider	120/4	M5	FI		28 (diesel) DL/GL/Turbo	145/6	M5	FI	
16 Velocette 2000	120/4	M5	FI		28 Dodge Aries	135/4	M4	2	
16 Chevrolet Corvette	350/8	M4	FI		27 Dodge Aries	135/4	M5	2	
22 Nissan 300-Z	181/6	M5	FI		26 Dodge Aries	135/4	A3	2	
20 Nissan 300-ZX Turbo	181/6	M5	FI		23 Dodge Diplomat	318/8	A3	2	
19 Nissan 300-ZX Turbo	181/6	A4	FI		27 Dodge 600	135/4	M5	2	
27 Ford EXP	98/4	M5	2		26 Dodge 600	135/4	A3	2	
51 Honda Civic CRX	82/4	M5	3		24 Dodge 600	135/4	M5	FI	
36 Honda Civic CRX	91/4	M5	3		22 Dodge 600 Turbo	135/4	M5	FI	
32 Honda Civic CRX	91/4	A3	3		25 Dodge 600 Turbo	135/4	A3	FI	
19 Mazda RX-7	70/2	A4	4		22 Dodge 600 Turbo	135/4	A3	FI	
18 Mercedes-Benz 380-SE	234/8	A4	FI		23 Dodge 600	156/4	A3	2	
26 Pontiac Fiero	151/4	A3	FI		20 Ford LTD	140/4	A3	1	
27 Pontiac Fiero	151/4	A3	FI		21 Ford LTD	231/6	A3	FI	
MINICOMPACTS					LARGE CARS				
21 Alfa Romeo GTV-6	152/6	M5	FI		29 Fifth Avenue	318/8	A3	2	
20 Porsche 911-SC	193/6	M5	FI		27 Dodge Aries	135/4	M4	2	
17 Porsche 928-S	285/8	M5	FI		26 Dodge Aries	135/4	M5	2	
22 Porsche 944	151/4	A4	FI		23 Dodge Aries	135/4	A3	2	
21 Porsche 944	151/4	A3	FI		27 Dodge Diplomat	318/8	A3	2	
42 Toyota Starlet	79/4	M4	FI		27 Dodge 600	135/4	M5	2	
44 Toyota Starlet	79/4	M5	FI		26 Dodge 600	135/4	A3	2	
27 VW Rabbit	109/4	M5	FI		24 Dodge 600	135/4	M5	FI	
25 VW Rabbit Conv.	109/4	A3	FI		22 Dodge 600 Turbo	135/4	M5	FI	
SUBCOMPACTS					LARGE CARS				
9 Aston Martin Lagonda	326/8	A3	8		25 Dodge 600	135/4	A3	FI	
10 Aston Martin Saloon/Vantage/Volante	326/8	A3	8		22 Dodge 600	135/4	M5	2	
10 Aston Martin Saloon/Vantage/Volante	326/8	A3	8		23 Dodge 600	135/4	M5	FI	
22 Audi Coupe GT	131/5	A3	FI		22 Dodge 600	135/4	M5	FI	
19 Audi Coupe GT	131/5	A3	FI		22 Dodge 600	135/4	M5	FI	
28 Audi 4000	109/4	M5	FI		22 Dodge 600	135/4	M5	FI	
24 Audi 4000	109/4	A3	FI		22 Dodge 600	135/4	M5	FI	
21 Audi 4000 S Quattro	136/5	M5	FI		22 Dodge 600	135/4	M5	FI	
27 BMW 3-Series	108/4	M5	FI		22 Dodge 600	135/4	M5	FI	
27 BMW 3-Series	108/4	A3	FI		22 Dodge 600	135/4	M5	FI	
24 Chevrolet Camaro	151/4	M4	FI		22 Dodge 600	135/4	M5	FI	
23 Chevrolet Camaro	151/4	M5	FI		22 Dodge 600	135/4	M5	FI	
24 Chevrolet Camaro	151/4	A4	FI		22 Dodge 600	135/4	M5	FI	
20 Chevrolet Camaro	173/6	M5	2		22 Dodge 600	135/4	M5	FI	
20 Chevrolet Camaro	173/6	A4	2		22 Dodge 600	135/4	M5	FI	
16 Chevrolet Camaro	305/8	A4	4		22 Dodge 600	135/4	M5	FI	
18 Chevrolet Camaro	305/8	A4	4		22 Dodge 600	135/4	M5	FI	
28 Chevrolet Cavalier	121/4	M4	FI		22 Dodge 600	135/4	M5	FI	
27 Chevrolet Cavalier	121/4	M5	FI		22 Dodge 600	135/4	M5	FI	
23 Chevrolet Cavalier	121/4	A3	FI		22 Dodge 600	135/4	M5	FI	
31 Chevrolet Chevette	98/4	M4	2		22 Dodge 600	135/4	M5	FI	
30 Chevrolet Chevette	98/4	M5	2		22 Dodge 600	135/4	M5	FI	
30 Chevrolet Chevette	98/4	A3	2		22 Dodge 600	135/4	M5	FI	
43 Chevrolet Chevette (diesel)	111/4	M5	FI		22 Dodge 600	135/4	M5	FI	
37 Chevrolet Chevette (diesel)	111/4	A3	FI		22 Dodge 600	135/4	M5	FI	
24 Chrysler Laser	135/4	M5	FI		22 Dodge 600	135/4	M5	FI	
22 Chrysler Laser Turbo	135/4	M5	FI		22 Dodge 600	135/4	M5	FI	
25 Chrysler Laser	135/4	A3	FI		22 Dodge 600	135/4	M5	FI	
22 Chrysler Laser Turbo	135/4	A3	FI		22 Dodge 600	135/4	M5	FI	
24 Chrysler LeBaron	135/4	A3	2		22 Dodge 600	135/4	M5	FI	
22 Chrysler LeBaron Conv.	135/4	A3	FI		22 Dodge 600	135/4	M5	FI	
23 Chrysler LeBaron	135/4	A3	FI		22 Dodge 600	135/4	M5	FI	
23 Nissan Maxima	146/6	M5	FI		22 Dodge 600	135/4	M5	FI	
23 Nissan Maxima	146/6	A4	FI		22 Dodge 600	135/4	M5	FI	
30 Nissan Pulsar	98/4	M5	2		22 Dodge 600	135/4	M5	FI	
30 Nissan Pulsar	98/4	A3	2		22 Dodge 600	135/4	M5	FI	
35 Nissan Sentra	98/4	M5	2		22 Dodge 600	135/4	M5	FI	
30 Nissan Sentra	98/4	A3	2		22 Dodge 600	135/4	M5	FI	
43 Nissan Sentra (diesel)	103/4	M4	FI		22 Dodge 600	135/4	M5	FI	
38 Nissan Sentra (diesel)	103/4	M5	FI		22 Dodge 600	135/4	M5	FI	
28 Nissan 200-SX	120/4	M5	FI		22 Dodge 600	135/4	M5	FI	
20 Nissan 300-ZX 2+2	181/6	M5	FI		22 Dodge 600	135/4	M5	FI	
21 Nissan 300-ZX 2+2 Turbo	181/6	M5	FI		22 Dodge 600	135/4	M5	FI	
19 Nissan 300-ZX 2+2 Turbo	181/6	A4	FI		22 Dodge 600	135/4	M5	FI	
34 Dodge Charger	97(1.6L)/4	M4	2		22 Dodge 600	135/4	M5	FI	
27 Dodge Charger	135(2.2L)/4	M5	2		22 Dodge 600	135/4	M5	FI	
46 Dodge Charger	135(2.2L)/4	A3	2		22 Dodge 600	135/4	M5	FI	
21 Dodge Colt	86/4	M4	2		22 Dodge 600	135/4	M5	FI	
37 Dodge Colt	86/4	M4x2	2		22 Dodge 600	135/4	M5	FI	
31 Dodge Colt	98/4	A3	2		22 Dodge 600	135/4	M5	FI	
30 Dodge Colt Turbo	98/4	M4x2	FI		22 Dodge 600	135/4	M5	FI	
21 Dodge Conquest	156/4	M5	FI		22 Dodge 600	135/4	M5	FI	
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21 Dodge Conquest	156/4	M5	FI		22 Dodge 600	135/4	M5	FI	
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21 Dodge Conquest	156/4	M5	FI		22 Dodge 600	135/4	M5	FI	
21 Dodge Conquest	156/4	M5	FI		22 Dodge 600	135/4	M5	FI	
21 Dodge Conquest	156/4	M5	FI		22 Dodge 600	135/4	M5	FI	
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21 Dodge Conquest	156/4	M5	FI		22 Dodge 600	135/4	M5	FI	
21									



Removable top for Blazer/Jimmy

American Sunroof Co., division of ASC, Inc., has introduced a removable top for the downsized Chevrolet S-10 Blazer and GMC S-15 Jimmy. Called the Sun Blazer, the conversion replaces the vehicles' existing fixed steel top with a fiberglass hardtop that lifts off for open-air motoring.



2 long-wheelbase 4x4s added by Isuzu for '84

WHITTIER, Calif.—Two long-wheelbase versions of the four-wheel-drive compact pickups have been added to the Isuzu PUP lineup for 1984.

The vehicles, offered in Deluxe and LS trim, have a wheelbase of 117.9 inches, compared with 104.3 inches for the short-wheelbase 4x4, and the overall length is 191.5 inches, compared with 174.4 inches for the SWB. They have a 7½-foot bed, 7.1 inches longer than the standard box.

The LS models are offered in four metallic colors—red, brown, gray and blue—and each is trimmed with a silver color and ribbed rocker panels, with a body-colored grille.

The interior features wall-to-wall cut-pile carpeting, special instrument cluster, fabric-covered seats and thick-cushioned steering wheel. With the optional bucket seats, there is a center console with extra storage space. AM/FM stereo radio

is standard.

Changes for 1984 include larger standard mirrors, and an optional factory-installed pass-through rear window.

- For 1984, the Deluxe models feature color-coordinated exterior stripe, bright trim rings and AM/FM stereo radio standard on two-wheel-drive pickups. A chrome rear step bumper is optional.

All 4x4 pickups feature automatic locking hubs, which lock automatically when four-wheel drive is engaged. To disengage them, the driver must reverse direction for about four feet.

Standard engine in all PUP models is an 118.9-cubic-inch, inline four-cylinder gasoline engine. The optional power plant is a 136.5-cubic-inch, inline four-cylinder diesel engine.

In addition to the larger standard exterior mirrors, other changes for 1984 include a steering-column lock for greater theft protection and optional metallic paints on the Deluxe models.



New 4x4 model joins Isuzu team

A long-wheelbase four-wheel-drive model is new for 1984 from Isuzu, available either in Deluxe trim (shown) or top-of-the-line LS trim. Deluxe PUP pickups feature bright grille and front bumper, bright window trim and either three-across bench seat or twin bucket seats.

truck industry news

Total tops 2.9 million units on light-truck surge

'83 model sales up 20 pct.

Franchised truck dealers and factory outlets retailed 2,903,540 new trucks of all types in the U. S. in the 1983 model year, according to preliminary reports, an increase of 19.9 percent over the year-earlier 2,421,194 units.

Sales of light trucks were up significantly over the previous year. The 12-month total of 2,727,452 units was 22.4 percent higher than the 2,228,567 vehicles retailed during the 1982 model year.

Compact trucks—pickups and sports/utility vehicles—topped the million mark for the first time in the 1983 model year. Sales totaled 1,020,945 units, a gain of 48.7 percent over the year-earlier 686,640.

The smaller vehicles accounted for 37.4 percent of the light-truck total during the 1983 model year, compared with 30.8 percent the previous year.

Medium and heavy-truck sales were down for the 1983 model year, but the declines were less than 10 percent. Small increases in the big-truck market were achieved in the final two months of the model year.

Sales of medium trucks totaled 46,648 units during the model year, off 5.8 percent from the previous year's 49,530. Heavies were down 9.5 percent, from 143,097 in the 1982 model year to 129,440 units.

- Chevrolet was No. 1 in total retail truck sales for the second consecutive year with 917,240 units during the 1983 model year, compared with 898,648 for second-place Ford.

Chevrolet also was the leader in model-year sales of compact trucks with a total of 261,158 domestic units, an increase of 62 percent over the previous year's leading 161,214 units.

Ford was No. 2 in small-truck sales with 207,654 domestic units, up 170.8 percent over the year-earlier 76,684, Ford's first venture in the domestic-compact field.

Toyota, which was in second place in the 1982 model year, dropped to No. 3 with 169,104 units. Its 1983 model-year sales, however, were 23.9 percent higher than the previous year's 136,478 vehicles.

In the first nine months of calendar 1983, industry sales

totaled 2,284,077 units, an increase of 17.7 percent over the year-earlier 1,940,418 units. September sales were up 26.4 percent over last year to 277,273 vehicles, compared with 219,368 in September, 1982.

During the month, sales were

higher than a year ago in all three market segments, and in two of them for the January-September period.

Light trucks were up 27.5 percent in September, from 204,723 units a year ago to 260,956. Me-

Continued on Page 86, Col. 3

Chevy is No. 1 again in 1983 model sales

Record September sales enabled Chevrolet to retain leadership in retail truck sales in the 1983 model year.

Robert C. Stempel, Chevrolet general manager, said truck sales for the 1983 model year, which ended Sept. 30, totaled 917,240 units, a 20.9 percent increase over the 1982 total of 758,387.

Ford truck sales for the 1983 model year totaled 898,648, a gain of 19.1 percent over the previous year's 754,541 units.

Leading the Chevrolet sales parade were the conventional pickup trucks (C and K models, 10 through 30 Series) with a total volume of 390,598.

"These are the trucks that make America work," Stempel said. "They are the best-selling vehicles—including both trucks and passenger cars—that Chevrolet has on the market today."

Sales of S-10 pickups, introduced in 1982, totaled 181,162 in the '83 model year for an estimated 20.4 percent penetration of the compact-truck market. Dealers retailed 79,996 S-10 Blazers, a total which Chevrolet said was restricted only by production limitations.

Also showing significant sales gains during the '83 model year were panel vans and Sportvans, up 36.9 percent over last year, and Suburbans, with a 35.5 percent increase.

September sales of Chevy trucks totaled 99,206 units, eclipsing by 8 percent the former September record of 91,871 set in 1976.

During the month, LUV sales hit an astounding 10,298 units, almost all of them being disposed of at auctions throughout the U. S.

"The 1983 model year was marked by the return to the market of commercial users who had postponed purchases, the introduction of new compact sport

utility trucks and the revitalization of the recreational vehicle market," Stempel noted.

Optimism brought on by the early stages of the economy's recovery prompted many commercial users to make truck purchases they had delayed for years, he added.

"The personal-use segment was attracted by the emergence of our S-10 Blazer, which attracted both traditional and non-traditional truck buyers, and the recreational market, which had been a very fuel-sensitive part of the truck industry, expanded due to the stabilization of fuel prices," Stempel said.

"Chevrolet's success for 1983 was possible because we had a broad range of products positioned to satisfy the expanding customer demand," he pointed out.

Ford F-Series tops in sales for 9th year

For the ninth consecutive model year, the Ford F-Series pickup is the top-selling truck in America. Ford Division reported 412,911 F-Series sales in the 1983 model year.

Ford also won two other truck titles, the company noted. Bronco led the sports/utility segment with 40,719 sales and the Econoline Van was No. 1 in that category with 153,477 sales.



Goodyear finds vast number of misaligned HDs

AKRON, O.—Nearly three-fourths of all truck tractors checked for alignment problems by Goodyear field service engineers in the last two years have had significant misalignment, a Goodyear report has disclosed.

Using a portable system developed by Goodyear to diagnose truck and bus alignment problems, engineers reported they found a startling number of both new and in-service tractors are scuffing away tire life

Continued on Page 86, Col. 4

Mileage adjustment

Goodyear claims both tire mileage and fuel economy can be improved through a "do-it-yourself" truck-alignment system it has developed.

Increase started by Volvo White in truck output

GREENSBORO, N. C.—Volvo White Truck Corp. has announced plans to increase production at its New River Valley (Va.) truck plant from 20 units a day at the end of September to 26 units by Oct. 20.

According to Thage Berggren, Volvo White president, the increase is a result of improved market conditions coupled with the company's own emphasis on product development.

"For the past two years, we've invested heavily in product development, and now it's beginning to pay off," he said. "Our dealers are reporting increased activity in the marketplace, and we're ready to re-

Continued on Page 97, Col. 1

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NHTSA interested in results of tests

Volvo crash data seems repeatable

WASHINGTON. — Some of the data on repeatability of high-speed crash results discussed at a recent NHTSA meeting at Ann Arbor, Mich., includes tests on seven 1983 Volvo 760s, two with diesel engines which add some 110 pounds.

In general, the data seems to have a high degree of repeatability, but better for the chest deceleration data than for the head injury criteria (HIC), which is generally considered more crucial.

Three tests were run by MI-RA (Motor Industry Research Institute), of England, and four others by Volvo itself. Except for the driver HIC in a diesel 760 — recorded as 1004, very marginally above the acceptable 1000—all were handily below the critical 1000. The lowest driver HIC was 697. The highest passenger HIC was 990 and the lowest was 702.

The average HIC value was 864 for the driver and 790 for the passenger. Standard deviation for driver HIC was 96 and for the passenger 108. Accepting a 10 percent deviation for ordinary data collection, that makes the data look very repeatable.

However, considering the crucial nature of head injury, a statistician might want to have a confidence level of 95 percent. In that case, he would take the average value of the seven cars — 864 for driver and 790 for passenger—and add 192 to 864 and add 216 to 790. The top levels then would be 1056 for driver and 1006 for passenger. These are marginal and both are probably "pass" even for the 95th percentile confidence level.

• The high number becomes important in several areas: Saving lives, compliance with Standard 208 but at a lower speed and usefulness in rating models for consumer buying

decisions. And separately, but importantly, this data is germane for a manufacturer, allowing a margin of safety.

The variation (for the 95 percent confidence level) for the passenger HICs would swing even wider since the deviation is greater. Using the average of 790 and the standard deviation of 108, the swing would be from 1006 down to 574 to be 95 percent sure.

The Volvo chest deceleration data looks good both in terms of "passing"—since 52 Gs is the closest any came to the accept-

able 60 Gs—and in terms of deviation. Here, the average of the seven vehicles was 49 for the driver and 43.4 for the passenger.

The standard deviation was 2.0 for the driver and 1.5 for the passenger. Doubling that and adding it and subtracting it for a confidence level of 95 percent gives a swing between 45 and 53 for the driver and 40.4 and 46.4 for the passenger — clearly making the data somewhat more repeatable than for the HIC numbers.

Similarly, chest severity numbers — where the average was 453 for driver and 344 for passenger and the standard deviation was 51 for driver and 46 for passenger — are also more repeatable than the HIC. The so-called margin number for chest severity is 600 CSI and the highest average was 555 for the driver and 436 for the passenger.

What is striking about the Volvo data is that except for the one very marginal blip, all cars handily surpass the crashworthiness figures and most seem roughly repeatable with the HIC coming in at a lower level than the other.

Another striking fact is the similarity between the gasoline version and the diesel version.

Car brokers' squabble tossed out by court

GREENSBORO, N.C.—A Federal District Court in North Carolina has dismissed a civil suit by National Auto Finders, Inc., Wichita, against Nationwide Auto Brokers, Inc., Martinsville, Va.

In its suit, National Auto Finders attempted to show that National Auto Brokers had copied its sales and promotional materials, which the defendant denied. In a consent judgment, the court ordered both parties to discontinue any borrowing practices, and National Auto Finders was ordered to make a nominal payment to National Auto Brokers.

factories list auction dates

American Motors

Oct. 18—D-A Auto Auction, New Stanton, Pa.

Oct. 19—Southern Auto Auction, Warehouse Point, Conn.; Central States Auto Auction, Mason City, Ia., and Columbus Fair Auto Auction, Obitz, O.

Oct. 20—Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 21—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeport, Mo.

Oct. 25—Aptco Auto Auction, Taylor, Mich.

Oct. 26—Kansas City Auto Auction, 1100 Elmwood Ave., Kansas City, Mo.; Columbus Fair Auto Auction, Obitz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

Oct. 27—Evansville Auto Auction, Evansville, Ind.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Chrysler Corp.

Oct. 18—Hatfield Auto Auction, Hatfield, Pa., and Baltimore Washington Auto Exchange, Baltimore, Md.

Oct. 19—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obitz, O.; Sand Mountain Auto Auction, Boaz, Ala., and Salt Lake Auto Auction, Salt Lake City, Utah.

Oct. 21—Concord Auto Auction, Acton, Mass.

Oct. 25—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago, Ill., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Oct. 26—Southern Auto Auction, Warehouse Point, Conn., and Minneapolis Auto Auction, Plymouth, Minn.

Ford Motor Co.

Oct. 25—Dallas Auto Auction, Grand Prairie, Tex.

Oct. 26—Golden Gate Auto Auction, Fremont, Calif.

General Motors

Oct. 18—Southern Auto Auction, E. Windsor, Conn., and Ohio Auto Auction, Columbus, O.

Oct. 19—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Brasher's Southern California Auto Auction, Fontana, Calif.

Oct. 20—Nashville Auto Auction, Nashville, Tenn.

Oct. 26—Metro Auto Auction of Kansas City, Kansas City, Mo., and Clanton's Auto Auction, Darlington, S.C.

Oct. 27—Indianapolis Auto Auction, Indianapolis, Ind., and Butler Auto Auction, Gibsonia, Pa.

Used Car Sales

Auction Averages

October to date	\$5,331
Month ago	\$5,196
Year ago	\$4,528

Model breakdown

Auction Averages

	OCTOBER TO DATE	SEPTEMBER	AUGUST
1983	\$10,518	\$ 9,960	\$10,166
1982	7,763	7,629	7,702
1981	5,963	6,179	6,158
1980	5,453	5,193	5,129
1979	4,453	4,613	4,577
1978	3,442	3,405	3,579
1977	2,208	2,523	2,781
1976	2,010	1,811	1,926
Overall			
Average	\$ 5,331	\$ 5,190	\$ 5,159

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July market share highest since March, but trails '82

Import registrations rise for month

By Jenny L. King
Staff Writer

July registrations of new imported cars showed the highest market penetration since last March but the lowest for July since 1979.

Figures compiled by R. L. Polk & Co. showed new import registrations of 227,535 in July, up 12.09 percent from 203,002 for the same month a year earlier. Imports accounted for 28.84 percent of the month's market, highest penetration since 30.24 percent in March. In July a year ago, imports reached a record penetration for the month of 32.41 percent.

The top importers, all Japanese, increased their registration numbers in July but lost ground in shares of the import market. Mercedes, BMW and Renault Alliance were the only major companies to increase shares. Toyota was down 1.87 percentage points; Nissan was down 0.71 percentage points; Honda was off 1.04 percentage

points; Mazda was off 0.58 percentage points, and Subaru lost 0.24 percentage points.

Volkswagen, down 1.32 percentage points, gave up fifth place to Subaru and fell to sixth. It was followed by Renault Alliance, on the charts for the first time in 1983 and counted by R. L. Polk & Co. as a U.S.-built import.

Eighth-place Volvo was down 0.05 percentage points; Mercedes was up 0.06 percentage

points, and BMW finished the top-ten list with an increase of 0.15 percentage points.

The 10 leading imports claimed 86.61 percent of the total import market. A year ago, the top ten accounted for 89.96 percent.

• For the first seven months of the year, imports were up in numbers by 15.80 percent and up in market penetration by 0.30 percentage points.

Import registrations reached 1,485,746 January through July, 1983, up from 1,283,032 the preceding year. They captured 29.43 percent of the total U.S. market, up from 29.13 percent in 1982.

Nissan and Volvo enjoyed a larger share of the import market during the seven-month period, Renault Alliance picked up 5.20 percent following its debut in the imports listing and the category of others — imports other than the top 10 — picked up ground this year.

Toyota registrations through July totaled 316,900, or 21.33 percent of the import market. A year ago it claimed 305,211 registrations and 23.79 percent of the market. Nissan edged up to 20.49 percent from 20.05 percent. Honda dropped 1.62 percentage points, to 14.95 percent from 16.57 percent.

Mazda was down 0.10 percentage points, Subaru was off 0.46 percentage points and VW was down 1.27 percentage points. Volvo managed to gain 0.19 percentage points, Mercedes lost 0.14 percentage points and BMW was off 0.03 percentage points.

• Japan was the source of 73.59 percent of all new imports in July, down from 78.45 percent a year earlier. West Germany contributed 9.54 percent, the "U.S. imports" (Renault Alliance, VW Rabbit sedans and some Honda Accords) had 9.00 percent and Sweden provided 4.80 percent.

Registrations by country of origin, July, 1983, vs. July, 1982, were:

	July, 1983	July, 1982
Japan	167,444	159,248
West Germany	21,707	18,792
United States	20,474	8,235
Sweden	10,924	9,489
France	4,702	4,826
Great Britain	1,342	848
Italy	818	1,278
Ireland	124	286

TOTAL

For the first seven months, Japanese-built cars represented 73.26 percent of the market, down from 77.87 percent a year ago. West German cars were

9.67 percent of the total, U.S.-built imports 9.44 percent and Swedish cars 4.72 percent. The complete breakout follows:

	7 Mos., 1983	7 Mos., 1982
Japan	1,088,388	999,143
West Germany	143,716	126,959
United States	140,275	56,156
Sweden	70,034	54,876
France	27,941	28,572
Great Britain	8,791	5,307
Italy	6,132	10,013
Ireland	469	2,006

TOTAL

New import truck registrations were up 20.86 percent this July compared with the preceding year, climbing to 41,460 from 34,305. Registrations by major manufacturers included:

	July, 1983	July, 1982
Toyota	15,240	11,327
Nissan	12,034	7,298
Mazda	5,419	3,477
Dodge Ram 50	2,741	
Ford Courier		3,279
Others	6,026	8,906

TOTAL

Truck registrations for the seven months totaled 258,438, up 8.88 percent from 237,360. Following is a breakout by major manufacturers:

	7 Mos., 1983	7 Mos., 1982
Toyota	89,995	77,118
Nissan	68,453	52,015
Mazda	36,472	19,848
Dodge Ram 50	15,357	
Ford Courier		18,941
Others	48,161	69,438

TOTAL

TOP CARS

U.S. registrations for the first seven months of 1983. Registrations not available for Oklahoma.

1983 Position	Make	1982 Position
1— 741,897	Chevrolet	707,150— 1
2— 576,394	Ford	520,441— 2
3— 546,349	Oldsmobile	437,914— 3
4— 461,888	Buick	395,178— 4
5— 316,900	Toyota	305,201— 5
6— 304,343	Nissan	257,314— 7
7— 283,845	Pontiac	265,541— 6
8— 222,054	Honda	212,654— 8
9— 216,948	Mercury	184,599— 9
10— 181,024	Dodge	143,201— 11
11— 161,806	Plymouth	146,993— 10
12— 160,991	Cadillac	130,136— 12
13— 143,446	Chrysler	91,681— 13
14— 99,153	Mazda	86,824— 14
15— 83,198	Subaru	77,770— 16
16— 79,791	Volkswagen	85,181— 15
17— 77,295	Alliance	
18— 54,542	Volvo	44,704— 19
19— 53,056	Lincoln	45,183— 18
20— 40,888	Mercedes	37,089— 20
21— 34,004	AMC	51,774— 17
22— 31,453	BMW	27,572— 21
...	Audi	25,470— 22
...	Other	
176,129	Imports	123,253
443	Misc. Dom.	1,607
5,047,873	TOTAL	4,404,430

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Copyright, 1983, Automotive News

New-car sales topple record in Britain

LONDON. — New-car sales in Britain reached a record 374,600 in August, — 24 percent higher than the previous peak of 302,000 sales in August last year.

For the first time since 1978, the importers' share fell back in August by 3 points to 56.8 percent.

Car sales in Britain each August normally surge to more than 20 percent of those for the full year. On Aug. 1 each year new vehicle registration plates acquire a new letter indicating the year of the car, a device employed nowhere else and which has given Britain the most distorted sales patterns in Europe, and possibly in the world.

The top ten sellers in August were: Ford Escort, 40,912; Ford Sierra, 35,582; Austin Metro, 21,120; Ford Fiesta, 27,553; Vauxhall Cavalier, 25,332; Austin/MG Maestro, 13,986; Vauxhall Astra, 12,726; Triumph Acclaim, 10,244; Volvo 300 Series, 7,525, and Vauxhall Nova, 7,417.

Saab prices up \$300 to \$490 on '84 models

ORANGE, Conn. — Saab-Scania of America has increased U.S. car prices \$300 to \$490 for 1984.

In the 900 Series, the three-door hatchback is \$11,110, up \$360, and the four-door sedan is \$11,420, up \$370. Heated front seats and halogen headlights have been made standard equipment.

The Saab 900-S line offers a three-door hatchback at \$13,850 and a four-door sedan at \$14,310. The hatchback is up \$300 and the sedan is up \$360. New standard equipment items are halogen headlights for both models and power windows on the rear doors of four-doors. Windows in the front doors already were power-operated.

The Saab Turbo three-door hatchback rose \$430 and now is \$16,940, and the Saab Turbo four-door sedan climbed \$490. It is \$17,400. Center console and contour seats have been made standard on both models, and four-doors now have power-operated windows in the rear doors.

Automatic transmission is \$390 extra on all models, up from \$370 for '83. Saab said the price hike averages 2 percent after adjusting for equipment changes.

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IMPORT REGISTRATION SHARES IN U. S.

JULY					SEVEN MONTHS						
	Regis., July, 1983	Percent Share of Market	Regis., July, 1982	Percent Share of Market	Pct. Pt. Change '83 vs. '82		Regis., 7 Mos., 1983	Percent Share of Market	Regis., 7 Mos., 1982	Percent Share of Market	Pct. Pt. Change '83 vs. '82
Toyota.....	50,587	22.23	48,921	24.10	— 1.87	Toyota.....	316,900	21.33	305,211	23.79	— 2.46
Nissan.....	47,287	20.78	43,631	21.49	— 0.71	Nissan.....	304,343	20.49	257,314	20.05	+ 0.44
Honda.....	33,352	14.66	31,865	15.70	— 1.04	Honda.....	222,054	14.95	212,654	16.57	— 1.62
Mazda.....	13,903	6.11	13,571	6.69	— 0.58	Mazda.....	99,153	6.67	86,824	6.77	— 0.10
Subaru.....	11,904	5.23	11,095	5.47	— 0.24	Subaru.....	83,198	5.60	77,770	6.06	— 0.46
VW.....	11,227	4.94	12,705	6.26	.....	VW.....	79,791	5.37	85,181	6.64	— 1.27
Alliance.....	9,271	4.08	.....	.....	.....	Alliance.....	77,295	5.20	.....	.....	.....
Volvo.....	8,584	3.77	7,760	3.82	.....	Volvo.....	54,542	3.67	44,704	3.48	+ 0.19
Mercedes.....	5,924	2.60	5,166	2.54	+ 0.06	Mercedes.....	40,888	2.75	37,089	2.89	— 0.14
BMW.....	5,031	2.21	4,190	2.06	+ 0.15	BMW.....	31,453	2.12	27,572	2.15	— 0.03
Audi.....	.....	.....	3,724	1.83	.....	Audi.....	.....	.....	25,470	1.99	.....
Others.....	30,465	13.39	20,374	10.04	+ 3.35	Others.....	176,129	11.85	123,253	9.61	+ 2.24
TOTAL.....	227,535		203,002			TOTAL.....	1,485,746		1,283,032		
Share of U. S. Total...		28.84		32.41	— 3.57	Share of U. S. Total...		29.43		29.13	+ 0.30

Registrations for Oklahoma not available.

Registrations for Oklahoma not available.

Continued from Page 7

STATEMENT REQUIRED BY THE ACT OF AUGUST 24, 1912, AS AMENDED BY THE ACTS OF MARCH 3 1933, JULY 2, 1946 AND JUNE 11, 1960 (74 STAT. 208) SHOWING THE OWNERSHIP, MANAGEMENT AND CIRCULATION OF

Automotive News, published weekly at Detroit, Michigan, for October 4, 1983.

1. The names and addresses of the publisher, editor and managing editor, are:

Publisher: Keith E. Crain, 965 E. Jefferson Ave., Detroit, Michigan 48207.

Editor: Robert M. Liemert, 965 E. Jefferson Ave., Detroit, Michigan 48207.

Managing Editor: John K. Teahen Jr., 965 E. Jefferson Ave., Detroit, Michigan 48207.

2. The owner is: (If owned by a corporation, its name and address must be stated and immediately thereafter the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual member, must be given.)

Crain Communications Inc., 740 Rush St., Chicago, Ill. 60611.

3. The known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, must be given, and other securities are: (If there are none, so state.)

None.

4. Paragraphs 2 and 3 include, in cases where the stockholders or security holder appears upon the books of the corporation as trustees in names of the fiduciary relations, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as stockholders, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed through the mails or otherwise during the 12 months preceding the date shown above was:

Total copies printed—63,311; sales through dealers and carriers, street vendors and counter sales—none; mailed to subscribers—9,735; total paid circulation—39,735; other distribution—1,849; total copies distributed by mail—61,584; office use, left over, unaccounted for, spoiled after mailing—none. Actual number of copies of single issue published nearest to filing date, (September 26, 1983)—Total copies printed—62,748; sales through dealers and carriers, street vendors and counter sales—none; mailed to subscribers—39,735; free distribution by other means and copies distributed to readers by mail—60,273; office use, left-over, unaccounted, spoiled after printing—2,475.

(This information is required by the act of June 11, 1960 to be included in all statements regardless of frequency of issue.)

Number of copies of the statements made by me above are correct and complete.

JACK H. LOWRY, business manager.

Week's auto production is 162,269

16 assembly plants work overtime

By Mary Beth Mayer
Staff Writer

Sixteen car plants worked extra hours last week and the week before, but domestic production last week was slightly below the previous week's output.

The car makers targeted last week's output at 162,269, down from 163,949 the prior week, but 66.60 percent ahead of the year-ago week's 97,403.

Breakdown for the week by company was: General Motors, 58.91 percent; Ford Motor Co., 23.06 percent; Chrysler Corp., 12.88 percent; American Motors, 2.77 percent; Volkswagen of America, 1.45 percent, and Honda, 0.93 percent.

So far this year, there have been 5,212,891 cars completed, up 27.28 percent from 4,095,826

Truck production is 56,219, down 3 pct. for week

Overtime schedules at 8 assembly plants put last week's estimated truck production at 56,219 units, which was down 3.07 percent from the 57,999 completed the previous week, but ahead of the year-ago week's output of 37,058 by 51.71 percent.

Year-to-date, there have been 1,845,410 trucks built, 18.23 percent more than the 1,560,993 units finished at this time last year.

Saturday (Oct. 15) overtime was scheduled by General Motors at the Flint No. 1 and No. 2 plants and Janesville (Wis.). Flint No. 1 worked one shift while the other two points worked two.

Today (Oct. 17), GM's Pontiac plant begins a week of downtime for inventory adjustment. Some 2,500 employees will be on temporary layoff.

Ford Motor Co.'s Louisville and Michigan plants worked daily overtime last week and its Kansas City, Lorain (O.), Norfolk (Va.) and Twin Cities (Minn.) facilities operated Saturday.

This week, Ford plans overtime daily and Saturday at its plants in Kansas City, Lorain, Louisville, Norfolk, Wayne (Mich.) and Twin Cities.

finish at this time last year.

GM had six points working two shifts Saturday (Oct. 15). Working extra hours were: Doraville (Ga.), Flint (G line), Janesville (Wis.), Lordstown (O.), Norwood (O.) and Oklahoma City.

Working extra daily hours for Ford last week were Atlanta, Chicago, Dearborn, Lorain (O.) and Wayne (Mich.). Edison (N. J.) and St. Louis operated on Saturday.

Holiday trims Canada's output of cars, trucks

Estimated Canadian auto and truck production last week fell off from the previous week, as all plants were down last Monday (Oct. 10) in observance of the Thanksgiving holiday.

Car production last week was targeted at 15,551, an 18.04 percent drop from 18,972 units assembled the week before, but leading the year-ago week's output, 11,691, by 33.02 percent.

The truck makers estimate production of 10,579 last week, 6.96 percent behind the 11,370 units built the previous week, but 13.46 percent ahead of the 9,324 last year.

So far this year, there have been 750,059 cars completed in Canada, leading last year's output of 680,818 by 10.18 percent. Year-to-date, the truck makers have finished 414,836 trucks, 4.69 percent more than 396,266 built at this time last year.

Chrysler Corp.'s Windsor (Ont.) facility began production of the Dodge Caravan, Mini Ram Van and Plymouth Voyager Oct. 7. The Chrysler truck total now includes these vehicles. It was estimated that 60 were built last week.

Ford Motor Co.'s St. Thomas (Ont.) facility is recalling its full work force of 3,200 today (Oct. 17) and tomorrow. The plant has been undergoing several weeks of retooling to add production of full-size Crown Victoria and Grand Marquis cars to the Escort/Lynx subcompacts already built there.

Production of the Grand Marquis at St. Thomas is scheduled to begin Oct. 24, and Crown Victoria output is slated to begin Nov. 7.

Chrysler had three facilities working daily overtime as well as two 8-hour Saturday shifts. Those points were Belvidere (Ill.), Jefferson (Detroit) and Newark (N. J.).

This week, GM's Tarrytown (N. Y.) and Willow Run (Mich.) points will begin two weeks of downtime because of a parts shortage. At Tarrytown, 1,800 workers are affected, while at Willow Run, three will be 4,700 on temporary lay-off.

Seven Ford facilities are slated to work overtime this week. Working daily overtime are Atlanta, Chicago, Edison, Dearborn, Kansas City, Lorain and St. Louis. Three of those points — Chicago, Edison and Kansas City will also work Saturday (Oct. 22).

This week, Chrysler's Belvidere and Newark points will work two 9-hour daily shifts and the Jefferson facility will operate two 8½-hour daily shifts.

Chrysler offers 12.9 pct. loans, hikes incentive

HIGHLAND PARK, Mich. — Chrysler Corp. has joined domestic competitors in offering 12.9 percent financing and also has increased dealer payments under an existing cash incentive program.

Under its "Operation Clean Sweep," which runs through Oct. 31, dealers get \$500 per front-drive New Yorker and Chrysler E-Class and Dodge 600 and 600 ES sold, effective Oct. 1. In September, they had received \$300 per unit.

Meanwhile, Chrysler Financial Corp. is offering 12.9 percent APR financing from Oct. 4 to Oct. 31. Contracts can go to 48 months or longer.

All new '83/'84 cars and trucks are eligible. Dealers forfeit their entire finance reserve to participate.

The program follows similar ones by General Motors, Ford Motor and American Motors.

Nissan, Citicorp offer financing to N. Y. dealers

GARDENA, Calif. — Nissan Motor Acceptance Corp. and Citicorp Acceptance Co. have joined to offer a dealer-financing package in a third state, New York.

Dealers in Florida and Illinois have had the package available since spring. NMAC funds the wholesale financing and Citicorp funds retail financing, according to Robert Baker, NMAC president.

Nissan account representatives are based at Citicorp offices in the three states to handle dealers' financing needs. Financing is available on the Nissan line only; dealers with a second franchise don't have these other products covered.

NMAC offers both wholesale and retail financing in five other states: California, Oregon, Texas, Colorado and Washington.

The tieup with Citicorp provided "an opportunity to offer financial services to dealers on a more rapid basis" than if NMAC assumed full funding, Baker said.

U. S. CAR PRODUCTION

	Week Ended Oct. 15, 1983	Week Ended Oct. 16, 1982	Week Ended Oct. 6, 1983	Oct. to Date	Jan. 1 to Oct. 16, 1982	Jan. 1 to Oct. 15, 1983
AMERICAN MOTORS.....	4,500	3,760*	4,635	9,135	70,469*	152,184
AMC Total.....		760*			43,769*	4,071
Concord.....						4,068
Eagle.....						3
Renault Total.....	4,500	3,000*	4,635	9,135	26,700*	148,113
Alliance.....	2,900	3,000*	3,078	5,978	26,700*	124,535
Encore.....	1,600		1,557	3,157		19,078
CHRYSLER CORP.....	20,900	6,227	24,027	44,927	468,651	687,745
Plymouth Total.....	7,050	2,909	7,725	14,775	189,557	243,429
Horizon.....	3,000		3,153	6,153	61,038	92,016
Reliant.....	3,800	2,876	4,269	8,069	127,639	147,083
Caravelle.....	200	33	224	424	880	4,115
Gran Fury.....	50		79	129		215
Chrysler Total.....	6,100	576	6,629	12,729	91,920	168,363
LeBaron.....	1,600	576	1,982	3,582	82,841	68,477
Laser.....	1,300		1,120	2,420		5,830
Chrysler.....	2,100		2,556	4,656	9,079	87,664
Fifth Avenue.....	1,100		971	2,071		3,392
Dodge Total.....	7,750	2,742	9,673	17,423	187,174	275,953
Omni.....	2,500		3,507	6,007	57,018	100,669
Aries.....	2,900	2,414	3,552	6,452	98,183	110,916
Daytona.....	1,100		1,113	2,213		6,963
Dodge 400.....		328			25,905	18,478
Dodge 600.....	1,200		1,396	2,596	6,068	38,550
Diplomat.....	50		105	155		377
FORD MOTOR.....	37,420	25,949	35,565	72,985	865,303	1,185,910
Ford Division.....	26,590	16,420	25,396	51,986	544,832	765,903
Escort.....	7,541	7,203	7,002	14,543	218,671	212,676
Fairmont.....		2,979			97,622	23,728
Mustang.....	3,775	1,811	3,383	7,158	103,196	90,457
LTD/Granada.....	4,282	4,255	3,918	8,200	90,366	135,734
Thunderbird.....	4,937		4,191	9,128	29,326	151,931
Crown Victoria/Ford.....	2,353		2,383	4,736		74,795
EXP.....		172			5,651	1,184
Tempo.....	3,702		4,519	8,221		75,198
L-M Division.....	10,830	9,529	10,169	20,999	320,471	420,007
Mercury Total.....	10,078	7,481	9,892	19,970	244,332	337,371
Lynx.....	1,709	2,061	2,003	3,712	67,703	59,844
Capri.....	744	461	683	1,427	28,630	19,423
Zephyr.....		877			31,289	8,601
Marquis/Cougar.....	1,687	1,693	1,502	3,189	42,136	57,799
Cougar/XT.....	2,704		2,299	5,003	10,580	96,574
Gr. Marquis/Marquis.....	1,851	2,304	1,867	3,718	62,522	74,001
LN7.....		65			1,472	290
Topaz.....	1,383		1,538	2,921		20,839
Lincoln Total.....	752	2,068	277	1,029	76,139	82,636
Continental.....	139	414	82	221	15,754	9,014
Lincoln.....	187	1,187	54	241	35,594	52,864
Mark VI.....	426	467	141	567	24,791	20,758
GENERAL MOTORS.....	95,599	58,639	96,156	191,755	2,624,446	3,075,887
Buick Division.....	21,997	13,594	21,238	43,235	610,195	703,102
Skyline.....	3,720	578	3,760	7,480	114,116	88,325
Skyhawk J.....	1,255	1,433	1,261	2,516	55,121	55,993
Century.....	4,717	1,775	4,259	8,976	94,953	131,269
Regal.....	4,860	3,938	4,802	9,662	167,765	193,947
Buick.....	6,186	4,297	5,667	11,853	145,208	193,525
Riviera.....	1,259	1,573	1,489	2,748	33,032	40,043
Cadillac Division.....	6,745	4,296	7,713	14,458	186,490	239,110
Cimarron.....	503	473	477	980	6,168	15,835
Seville.....	770	573	912	1,682	17,222	27,345
Eldorado.....	1,466	1,320	1,735	3,201	45,278	58,367
Cadillac.....	4,008	1,930	4,589	8,595	117,422	137,563
Chevrolet Division.....	33,243	18,964	30,232	63,475	847,580	1,016,721
Chevette.....	4,050	4,679	3,857	7,917	174,769	162,842
Cavalier.....	9,060	3,780	7,313	16,373	74,402	233,405
Celebrity.....	5,516	1,195	4,840	10,356	57,189	123,824
Camaro.....	4,865	1,318	3,966	8,831	180,414	150,491
Citation.....	1,940	2,312	1,896	3,836	140,195	72,645
Malibu/El Camino.....	592	2,672	614	1,206	99,726	96,129
Monte Carlo.....	3,828	2,523	3,744	7,572	62,291	86,731
Chevrolet.....	2,632	485	3,182	5,814	35,791	69,767
Corvette.....	750		820	1,570	22,803	20,887
Oldsmobile Division.....	21,511	16,435	24,559	46,070	614,721	794,257
Omega.....	1,340		1,343	2,683	64,047	46,824
Firenza.....	915	703	940	1,855	37,130	35,285
Cutlass.....	6,480	4,878	7,368	13,848	164,316	235,961
Cutlass/Ciera.....	5,247	3,510	5,669	10,916	99,588	166,203
Oldsmobile.....	6,599	6,292	8,142	14,741	222,955	278,425
Toronado.....	930	1,052	1,097	2,027	26,685	32,559
Pontiac Division.....	12,103	5,350	12,414	24,517	365,460	322,697
Acadian.....		118	323	323	9,123	11,884
2000.....	3,362	862	3,281	6,643	33,621	85,222
1000.....	1,003	842	1,238	2,241	31,166	33,834
Firebird.....	2,835	859	2,600	5,435	108,162	76,361
Phoenix.....	500	650	477	977	39,889	21,285
G. Prix/Bonneville.....	1,680	2,019	1,967	3,647	113,857	76,238
Parisienne.....	723		852	1,575		7,173
Fiero.....	2,000		1,676	3,676		10,700
6000.....					30,342	
HONDA.....	1,500		1,203	2,703		37,406
VOLKSWAGEN.....	2,350	2,828	2,363	4,713	64,794	73,759
CHECKER.....					2,163*	
Total Cars, U. S.....	162,269	97,403	163,949	326,218	4,095,826	5,212,891

CANADIAN CAR PRODUCTION

	Week Ended Oct. 15, 1983	Week Ended Oct. 16, 1982	Week Ended Oct. 6, 1983	Oct. to Date	Jan. 1 to Oct. 16, 1982	Jan. 1 to Oct. 15, 1983
AMERICAN MOTORS.....	578		504	1,082	25,846	22,316
CHRYSLER CORP.....		3,476			129,102	104,365
FORD MOTOR.....	4,580	403	5,809	10,369	231,437	204,135
GENERAL MOTORS.....	10,233	6,664	12,434	22,667	286,326	410,966
VOLVO.....	180	225	225	405	8,107	8,277
Total Cars, Canada.....	15,551	11,691	18,972	34,523	680,818	750,059
N. American Cars.....	177,820	109,094	182,921	360,741	4,776,644	5,962,950
N. American Trucks.....	66,798	46,382	69,369	136,167	1,957,259	2,260,246
North American Cars and Trucks.....	244,618	155,476	252,290	496,908	6,733,903	8,223,196

†—All Cadillacs and Corvettes are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 15, 1983	Week Ended Oct. 16, 1982	Week Ended Oct. 6, 1983	Oct. to Date	Jan. 1 to Oct. 16, 1982	Jan. 1 to Oct. 15, 1983
CHEVROLET.....	19,103	14,214	18,474	37,577	542,065	650,972
DODGE.....	3,300	2,127	2,511	5,811	102,359	108,311
FORD.....	23,086	13,333	24,601	47,687	562,824	718,102
GMC.....	4,892	3,541	6,444	11,336	189,785	202,612
INTERNATIONAL.....	1,188	1,043	1,328	2,516	38,838	39,641
VOLKSWAGEN.....					8,103	2,079
JEEP.....	2,800	1,750*	2,731	5,531	70,089*	75,882
NISSAN.....	800		860	1,660		6,231
AM GENERAL.....	50	50*	50*	100*	1,930*	1,980*
MISCELLANEOUS.....	1,000	1,000*	1,000*	2,000*	45,000*	39,600*
Total Trucks, U. S.....	56,219	37,058	57,999	114,218	1,560,993	1,845,410

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 15, 1983	Week Ended Oct. 16, 1982	Week Ended Oct. 8, 1983	Oct. to Date	Jan. 1 to Oct. 16, 1982	Jan. 1 to Oct. 15, 1983
CHRYSLER CORP.....	2,712	2,211	2,251	4,963	82,807	100,530
FORD MOTOR.....	2,650	2,409	3,273	5,923	109,351	108,285
GENERAL MOTORS.....	5,112	4,492	5,721	10,833	195,172	201,647
INTERNATIONAL.....	105	212	125	230	8,936	4,374
Total Trucks, Canada.	10,579	9,324	11,370	21,949	396,266	414,836
N. American Trucks....	667,798	46,382	69,369	136,167	1,957,259	2,260,246

Automotive News

October 24, 1983

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59th year—\$40 per year, \$1.00 per copy

Convertible conversion



Coach Builders chops BMW 633 and 635

Coach Builders Ltd., Inc., High Springs, Fla., has begun converting the BMW 633 and 635. These convertibles feature a fully padded insulated roof, color coordinated interior headliner, power-operated top system and the Coach Builders warranty on materials and craftsmanship. Conversion cost to dealers is \$8,900.

X-car brakes worried GM before intro, documents show

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—General Motors documents released on court order detail how its own engineers knew of the tendency of the 1980 X-body car brakes to lock up for its own test drivers about two years before the start of production.

A GM Task Force in January, 1979, recommended design changes but stopped short of recommending delay on the start of production.

The government said its entire case against GM for failure to tell NHTSA of its tests, its findings, its running changes and its failure to correct in all aspects problems with brakes, rear and front, rests on GM's own documents.

Federal Judge Thomas P. Jackson ordered early release of almost all of the some 100,000 documents last week.

A GM spokesman said, "We are disappointed that our request to defer the unsealing of the principal documents in the X-car case was not granted."

"The government's case against GM and the X-cars is based on a distorted and one-sided analysis of the record. That exists only because NHTSA failed to follow its own procedures, denying GM the right to defend itself while unfair media publicity was directed against it."

"We had wanted the opportunity to release our position simultaneously with the government's accusations," the spokesman said. "We recognize we will have the opportunity to respond at a later time in court, but the material omissions and misstatements and the failure of the government to understand our internal documents and employees' testimony required us to make available a brief we have filed."

"We are confident a full airing of the facts will show that GM has acted properly in carrying out its safety responsibility. The substantive information in the government documents was taken into account by GM

in its past decisions on the production of the X-car.

"Our brief shows why we felt it was necessary to put the government's mischaracterization of our documents and employees' testimony into proper context and perspective," the spokesman concluded.

GM, which had said that the press would misunderstand and tarnish GM's reputation if early release without its side of the story was granted, contends that the documents do not show that rear brake lockup is a safety-related defect and in fact, that other cars may have similar lockup experience — which, in fact, is a good situation sometimes.

- This is the first case the Reagan Administration has brought against an auto company over any alleged defect, and it is the first time that any auto company has been accused — with threat of a \$4 million fine — of stonewalling and concealing data from the government.

NHTSA has been criticized by Rep. Tim Wirth, Colorado Democrat, of delay in forcing recall of the X-body cars with brake problems.

But NHTSA says this was GM's fault. Instead of proceeding administratively to force

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Refusal to provide data said to put GM venture in jeopardy

Toyota stall perils deal, FTC says

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—In a letter, the FTC has told Toyota that its proposed joint venture with General Motors is jeopardized by Toyota's refusal to give staff investigators financial data.

The \$300 million project would involve production of a new car in the Fremont (Calif.) plant, with Toyota managing the production and Chevrolet dealers selling the product.

The letter warns Toyota that its treatment by FTC will be no different than that accorded U. S. companies and it tells Congressmen that any delay in the decision is not the fault of the FTC.

The "one last chance" letter was sent after FTC rejected Toyota's offer to provide data through a third party without actually revealing the documents themselves.

Normally, this kind of cost

data is extremely sensitive and all company officials are concerned lest the data be shared with Congressmen for their own "fishing" expeditions.

But in this case, the data is similar — if not identical — to what the Internal Revenue Service is asking from Toyota in a tax audit involving transfer pricing. Litigation is ongoing in California.

At issue is whether prices charged by the parent company to its U. S. distributors are set very high in order to minimize the parent's tax liability.

On another front, critics of the proposed joint venture took aim at FTC Chairman James C. Miller III, claiming that he should excuse himself from all trade commission matters involving GM.

Before Miller went to the FTC, he had his own small consulting firm. Between 1978 and 1980, GM was a client and GM

paid him more than \$50,000.

In a letter sent to Miller by Chrysler legal counsel Joseph A. Califano Jr., Chrysler asked Miller to disqualify himself from the joint venture proceeding. Califano said Miller's participation in the case would "leave a cloud of suspicion" over the final ruling.

Chrysler has indicated it will challenge a positive finding for the venture in court.

While Miller did recuse himself for two years from any decision involving GM, that period has now passed and he intends to vote on the GM-Toyota joint venture as well as the final decision involving GM transmissions, diesel problems and premature camshaft wear.

Miller's fellow trade commissioner Michael Pertschuk, who has often found himself at odds with the chairman, mentioned Miller's connection with GM in a speech here to the National Economists Club.

Pertschuk, apparently tongue-in-cheek, defended Miller's objectivity, saying, "I don't have the slightest doubt that his decision will be driven solely by

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Reagan wants to limit Japan to 1.8 million

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—President Reagan has decided to ask the Japanese Government for a fourth year of "voluntary" restraint on auto exports to the U. S. at a ceiling of 1,800,000 cars, sources say.

The decision was reached by Reagan last week after the Administration's trade policy committee failed to agree on the handling of the sensitive matter.

It is believed that the White

House staff persuaded Reagan to take a relatively hard line with the Japanese, largely for political reasons, and to pressure the Nakasone government on a range of other sticky trade issues.

The Administration has prided itself on a normally strong free trade policy, but seems unwilling to back down to the Japanese in the face of a mushrooming trade deficit.

If agreed to by the Japanese, the new limit would take effect

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breaking news

GM recalling 479,700 vehicles

DETROIT.—General Motors is recalling 479,700 cars and trucks in four campaigns to correct brake and emission problems. The biggest involves 350,000 '83 front-wheel-drive X-cars, J-cars and A-cars to find 100,000 with improperly manufactured brake system valves. Also 13,000 '83 and '84 Chevrolet S-15 and GMC S-15 four-wheel-drive pickups are being recalled to find 3,000 which may have the right fender skirt contacting a brake pipe. Some 4,700 '83 rear-drive intermediate cars and Chevrolet El Camino and GMC Caballero diesel trucks will be checked for a brake pipe contacting an underhood bracket. Finally, 112,000 '79 Chevettes will be

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Japanese autos from Puerto Rico joined Guam cars at U. S. outlets

By Kathleen Hamilton
and John A. Russell

More cracks are showing up in the wall keeping Japanese cars from flooding the U. S. market, but the market seems to be plugging some of the holes automatically.

AUTOMOTIVE NEWS has learned that several thousand cars made in Japan and destined for Puerto Rico ended up in U. S. dealerships late last year and early this year.

The source now has all but dried up as the Puerto Rican

economy has picked up and Japanese cars have become as scarce there as they are on the mainland.

In addition, one source told AUTOMOTIVE NEWS less than 100 Hondas had been shipped this summer to Hawaiian dealers from Guam but that the shipments have since been halted.

Two Miami dealers are facing a civil class-action suit involving warranties on Hondas they allegedly brought from Guam (AUTOMOTIVE NEWS, Oct. 10). The suit claims the dealers im-

ported 2,000 cars, but one of the dealers said the number was probably half that.

The warranty issue is a sticky one (although apparently solved for Puerto Rican Nissans and Toyotas). But a week of investigation by AUTOMOTIVE NEWS failed to turn up any other legal problems for those reselling the Japanese cars.

- For example, NHTSA said cars from Guam and Puerto Rico meet the same safety stan-

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